



Fueling growth and delivering margins

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Safe Harbor

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FY22 highlights



Industry leading
Revenue growth at
~20% in CC



Robust
Operating
margin at 23%



Digital growth of
>40% in CC; share of
digital at 57%



94 **Large deals**
signed with TCV of
\$9.5 billion



FCF conversion at
103%, **ROE** at record
29.1%

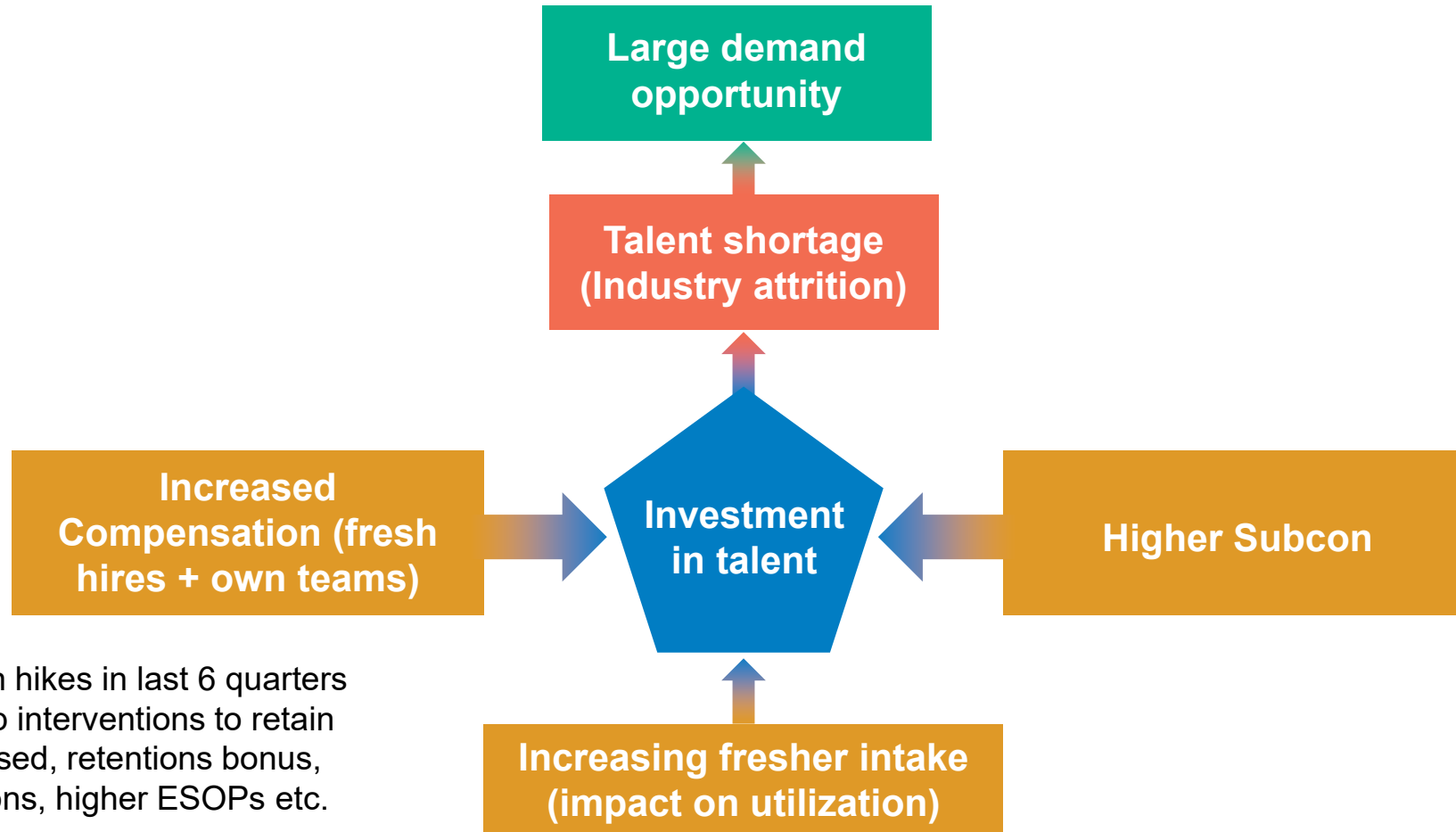


TSR in top
quartile among
peer group

Fuelling Growth and Driving Margins



Supply Side Fulfilment



- 3 compensation hikes in last 6 quarters
- Additional comp interventions to retain talent - skill-based, retentions bonus, higher promotions, higher ESOPs etc.

Don't miss demand cycle – future opportunities to optimize costs

Margin Drivers



Pyramid

- Onsite and Offshore
- Internal rotation and promotion
- Higher fresher intake



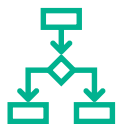
Subcon

- Subcon to Hire/ Subcon to Replace
- Margin to Rate card
- Vendor consolidation



Automation

- Lean and Automation
- Bot Factory



Onsite-Offshore/ Nearshore

- Work from Anywhere (WFA) opportunity
- Onsite/Nearshore/Offshore
- Hybrid work
- Hub & Spoke



Operating Leverage

- Subsidiaries
- SG&A

Pricing – From Cost Based to Value Selling



Inflation

- COLA MSA clauses (Old and new)
- Pricing ongoing engagements
- Discounts on renewals/adhoc



Digital value created

- Focused pricing initiative for digital talent
- Client outcome linkages
- Incremental pricing for scaled and proven capabilities
- Acquired subsidiary synergies
- Non-CIO buying centers

Building Strategic Capability



Further focus on digital and cloud capability

- Strategic partner of choice for digital transformation
- Full stack and verticalized solutions for cloud migration



Tech natives

Building GTM to address untapped emerging segment



Employee value proposition

- Digital career streams
- Predictable career paths
- Skill-based compensation

Building future growth pillars

Programmatic & Disciplined M&A



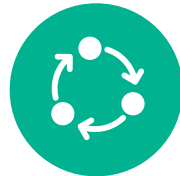
Digital capabilities



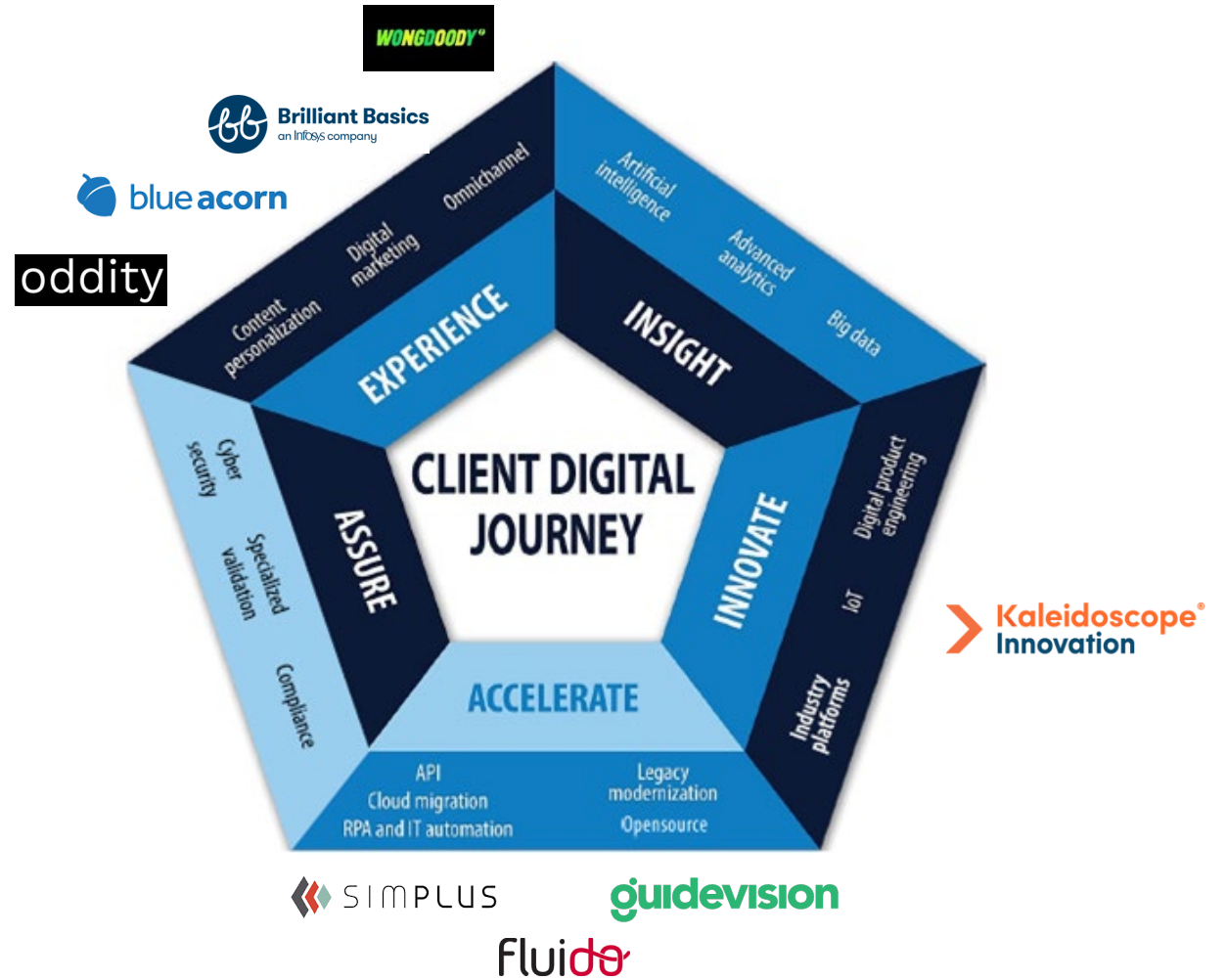
Cloud
(Horizontal and Vertical)



Geographic Footprint



Synergy



ESG – Good Business is Good for Business

Vision : Shape and share solutions that serve the development of businesses and communities



Environment

- Climate change
- Engaging with clients on climate
- Water
- Waste



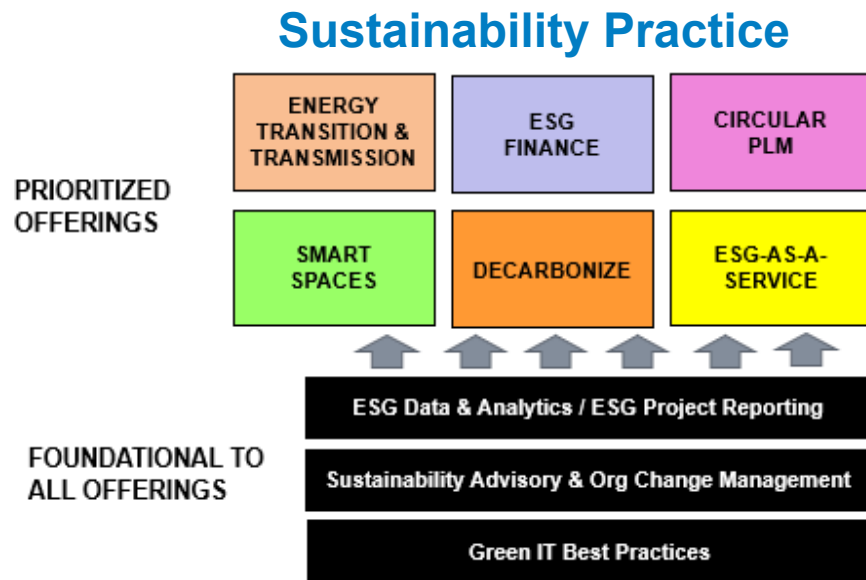
Social

- Enabling digital talent at scale
- Tech for good
- Diversity and inclusion
- Energizing local communities
- Employee wellness and experience



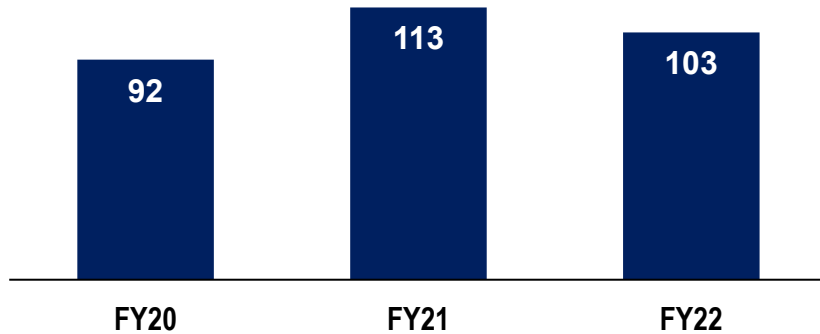
Governance

- Corporate Governance
- Data privacy
- Information management

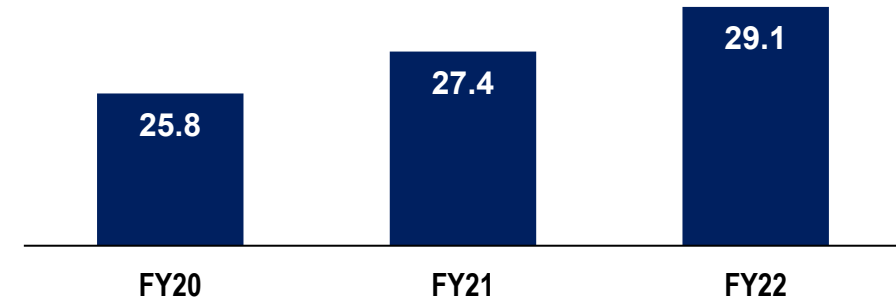


Value Creation for Shareholders

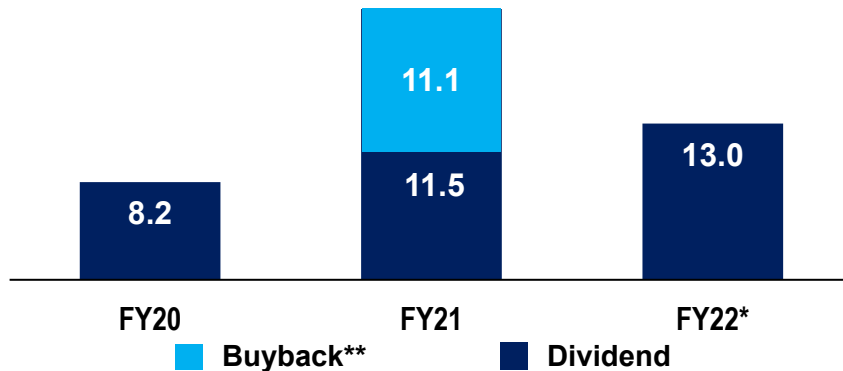
Strong FCF conversion (as % of Net profit)



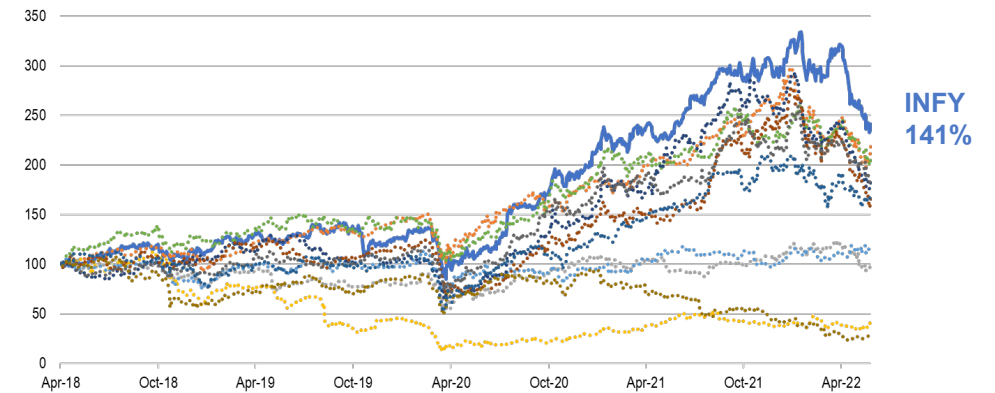
Increasing Return on Equity (in %)



Superior capital returns (in '000 crore)



Continued Industry Leading TSR (in %)



* Including final dividend for FY22, subject to shareholders' approval at the forthcoming AGM

** Buyback includes tax on buyback

FY20-FY22: 73% FCF returned (5 Year Capital allocation Policy FY 20-FY24 85% return)

Summary



Support client needs



Relentless focus on cost via margin drivers



Scaling up strategic capabilities in current year



Driving pricing improvements



Leveraging Infosys Sustainability credentials

THANK YOU

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